

**Job Title** Branch Sales and Service Manager

**Short Description** Are you looking for a position in which you make a difference every day in the life of others? Then check out our Sales and Service Manager role! Orlando Credit Union employees empower members to make better financial decisions and assist them in achieving their dreams. Our Team makes a difference throughout our local communities, volunteering with local charities, supporting local events and building strong relationships with neighboring organizations and businesses.

**Full Description** The Sales and Service Manager will lead branch employees to achieve branch and credit union goals and will focus on goal attainment for new membership, loan growth, business development, member service, and performance management.

The Company: Orlando Credit Union was founded on the universal credit union creed of “not for profit, not for charity, but for service.” It’s why nearly 25,000 members turn to us still, more than 80 years after we were founded. We believe in offering a better banking alternative and strive to empower our members to achieve their dreams.

**Responsibilities:**

Provides proactive sales tasks of products and services. Directs branch business development through outside calls, in-branch selling and branch targeted correspondence  
Build relationships with members through follow up of services.  
Responsible for efficient branch operations through continued assessment and improvements.  
Leads by example by originating new loans, new deposit accounts, and all other services available to membership.  
Monitors and reports branch activities in key performance areas.  
Develops and recommends annual branch performance targets in both team and individual expectations.  
Coaches, guides and directs branch staff to proactively maximize sales activities/ opportunities related to retail deposits, lending, and all other services available to our membership.

**Requirements:**

Must have three to five years credit union or related experience; a minimum of two years supervisory experience with demonstrated leadership ability and team building skills preferred.  
Bachelor’s degree in Business Management or related field is required.  
High energy with the ability to approach individuals and engage in a conversation to successfully win business and open accounts.  
Thorough knowledge of financial banking/credit union product and services.  
Ability to plan, organize, implement, and interpret the programs, goals, objectives, policies, projects, and procedures.  
Ability, availability and willingness to work flexible hours to accomplish workload. Job will require a non-traditional workweek

with extra hours including evening and/or weekend duties.  
Must be registered pursuant to requirements of the S.A.F.E. Act.

### Why Should You Apply?

Opportunity to grow with one of the fastest growing credit unions in Florida

We offer 98% employer paid health care, contribution towards your health savings account, free employee dental care, tuition reimbursement, life insurance, long term disability, an employee assistance program to provide guidance through life's day to day issues, and up to a 6% employer match on 401K contributions.

<b>Education</b>	Bachelor's degree in Business Management
<b>Additional Comments</b>	
<b>Credit Union</b>	Orlando Credit Union
<b>State</b>	Florida
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<b>Expiration Date</b>	09/30/2022